

## Message Text

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ACTION COME-00

INFO OCT-01 EUR-25 ISO-00 EB-11 RSC-01 DRC-01 LAB-06 /045 W

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R 221517Z AUG 74

FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC 9819

INFO AMEMBASSY BUDAPEST

AMEMBASSY PRAGUE

AMEMBASSY WARSAW

LIMITED OFFICIAL USE BUCHAREST 3742

E.O. 11652: N/A

TAGS: BEXP, RO

SUBJECT: MANAGEMENT TRAINING IN EASTERN EUROPE

REF: STATE 183574

1. THERE IS GREAT INTEREST IN MANAGEMENT TRAINING IN ROMANIA AND IN FACT PRINCIPAL INSTITUTION WITH THIS RESPONSIBILITY IS CEPECA, A MANAGEMENT TRAINING CENTER WHICH FUNCTIONS UNDER THE STEFAN GHEORGHU ACADEMY, WITH WHICH KEPNER-TREGOE ALREADY HAS HAD DISCUSSIONS. CEPECA HAS WORKED OUT A SERIES OF COURSES ON MANAGEMENT TECHNIQUES WITH UNDP ASSISTANCE, BUT THIS PROGRAM IS REACHING ITS END, LEAVING CEPECA, AS FAR AS WE KNOW, PRETTY MUCH ON ITS OWN.

2. CEPECA IS MOST APPROPRIATE SINGLE ORGANIZATION WHICH COULD PUT KEPNER-TREGOE IN TOUCH WITH BROADEST RANGE OF MANAGEMENT PERSONNEL THROUGHOUT COUNTRY, BUT MOST ECONOMIC MINISTRIES AND INDUSTRIAL CENTRALS (GROUPS OF PLANTS) ALSO HAVE THEIR OWN MANAGEMENT TRAINING CENTERS. OUR GREATEST CONTACT TO DATE IN THIS AREA HAS BEEN WITH MINISTRY OF CHEMICAL INDUSTRY, A FAST-GROWING HIGH-INVESTMENT SECTOR WITH FORWARD-LOOKING MINISTER. U.S. DEPARTMENT OF LABOR HAS ORGANIZED TRAINING SEMINARS FOR THIS MINISTRY, IN COOPERATION WITH CEPECA, AND KEPNER-TREGOE MAY WISH CONTACT FRANK BUGBEE OF BUREAU OF INTERNATIONAL LABOR AFFAIRS FOR FURTHER INFORMATION.

3. QUESTION OF HARD CURRENCY TO PAY FOR MANAGEMENT TRAINING

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ASSISTANCE MAY PROVE MORE DIFFICULT TO SOLVE. ROMANIA IN GENERAL

HAS LIMITED SUPPLIES OF FOREIGN EXCHANGE, AND SCARCITY HAS BEEN AGGRAVATED IN RECENT YEARS BY OUTLAYS NECESSITATED TO MAINTAIN HIGH LEVEL OF INDUSTRIAL EXPANSION.

4. WE HAVE NOT EXPERIENCED DIFFICULTIES WITH REGARD TO ROMANIAN OBSERVANCE OF COPYRIGHT CONVENTIONS AND WOULD NOT EXPECT ROMANIA TO PASS MATERIAL ACQUIRED FROM KEPNER-TREGOE TO OTHER CEMA COUNTRIES OUTSIDE THE CONTEXT OF A NEGOTIATED BUSINESS CONTRACT.

5. IN SHORT, WE AGREE GENERAL CONCEPT IS A GOOD ONE BUT WOULD RESERVE OUR JUDGEMENT AS TO SALEABILITY OF PROGRAM IN ROMANIA UNTIL KEPNER-TREGOE REPRESENTATIVES COULD FIND TIME TO VISIT BUCHAREST FOR MORE DETAILED DISCUSSIONS, BOTH WITH US AND WITH ROMANIAN OFFICIALS.  
BARNES

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